



3 November 2022

Memorandum of Understanding secured to broaden product suite, manufacturing and sales opportunities

Highlights:

- **Memorandum of Understanding (MoU) with Beyond Capital Limited Partnership (BCLP)**
- **BCLP has the objective of investing in New Zealand and helping businesses grow through connections to Asia**
- **The group is focused on opportunities in scientific research and natural nutrition**
- **NZCS will licence two patents (currently provisional and pending acceptance) from BCLP which relates to the use of NZ green lipped mussels with fucoidan for use as an anti-inflammatory treatment**
- **Once registered and accepted, NZCS to utilise the patents for manufacturing and bulk sale of ingredients for BCLP and other major global nutraceutical companies**
- **BCLP to white label the product from NZCS – unlocking an additional revenue stream**
- **Both parties to promote and market the finished product across the Asia Pacific region**
- **Agreement highlights NZCS' ongoing push into the world's major nutraceutical market and is expected to unlock multiple sales opportunities**

Leading secondary producer of nutraceuticals, seafood products and premium marine ingredients **New Zealand Coastal Seafoods Limited (ASX:NZS and NZSOA)** ("NZCS", the "Company") is pleased to advise it has secured a non-binding Memorandum of Understanding (MoU) with Beyond Capital Limited Partnership (BCLP) to licence the two provisional patents relating to the use of mussels with fucoidan as an anti-inflammatory remedy. The MoU has the potential to unlock a number of sales opportunities for NZCS in the rapidly growing global nutraceutical market.

BCLP includes several limited partnerships formed with the objective of investing in New Zealand and helping NZ-based businesses grow by connecting them to Asia. The group is based in Auckland and is focussed on opportunities across marine scientific research and natural nutrition.

PRINCIPAL AND REGISTERED OFFICE

Suite 5 CPC
145 Stirling Highway
Nedlands, WA
Australia, 6009

ABN: 16 124 251 396

OPERATIONS

7 Bolt Place
Christchurch Airport
Christchurch 8053
New Zealand

CONTACT

E info@nzcs.co
P +61 8 9389 3170

ASX CODE: NZS

www.nzcs.co



Under the terms of the MoU, NZCS will licence two patents from BCLP which relate to the composition, methods and uses for alleviating conditions related to chronic inflammation through the use of mussels with fucoidan. Mussels with fucoidan are an iconic Aotearoa NZ seafood product, highly valued for its unique flavour, visual appeal and anti-inflammatory properties and immune stimulation¹.

Following the completion of the relevant licencing agreements, NZCS will manufacture the mussel based products in bulk and sell them to larger nutraceutical companies. BCLP may also purchase the finished products from NZCS for the purpose of selling them under its own branding. Both parties will split the profits from all sales of the products, with the allocation to be negotiated in good faith.

Both NZCS and BCLP will take all reasonable steps to promote and market the products through their established networks across the Asia Pacific. NZCS will retain exclusive licence rights to the patent in respect of the Pacific region for 3 years subject to NZ\$1M total sales revenue being reached. NZCS will also have the first right to refusal on any licences being offered to third parties in other regions.

Strengthening the relationship, BCLP have also agreed to purchase 10kg of NZCS' recently commercialised marine collagen product (refer ASX announcement: 8 July 2022).

The agreement highlights the Company's ongoing focus on the rapidly growing nutraceutical market and is expected to unlock a number of opportunities to increase NZCS' revenue profile.

New Zealand Coastal Seafoods CEO Andrew Peti said: *"The MoU with BCLP marks another important step in the Company's growth trajectory in the burgeoning nutraceutical market. BCLP has a strong track record of helping New Zealand based companies in the marine scientific research and natural nutrition sector grow and we are excited to commence our partnership with them."*

"Our team has extensive experience with utilising green lipped mussels and is well aware of the potential health benefits for consumers. We look forward to commencing manufacturing and marketing initiatives over the coming weeks and will provide ongoing updates on sales agreements, as they materialise."

This announcement has been authorised for release by the Board of New Zealand Coastal Seafoods Limited.

PRINCIPAL AND REGISTERED OFFICE

Suite 5 CPC
145 Stirling Highway
Nedlands, WA
Australia, 6009

ABN: 16 124 251 396

OPERATIONS

7 Bolt Place
Christchurch Airport
Christchurch 8053
New Zealand

CONTACT

E info@nzcs.co
P +61 8 9389 3170

ASX CODE: NZS

www.nzcs.co

**Further information:**

Aldo Miccio

Executive Director, New Zealand Coastal Seafoods Limited.

Email: investors@nzcs.co

Tel. +61 421 497 138

Henry Jordan

Six Degrees Investor Relations

Email: henry.jordan@sdir.com.au

Tel. +61 431 271 538

About New Zealand Coastal Seafoods

New Zealand Coastal Seafoods (NZCS) is a New Zealand based, ASX listed, producer of premium seafood products and nutraceutical marine ingredients. Through the development of Nutraceutical products, NZCS has recognised significant opportunities in this high growth market, with the global Nutraceutical market estimated at US \$230.9 billion in 2018.¹

Harnessing the country's reputation for pure, pristine waters and fisheries provenance, NZCS utilise raw ingredients sourced from New Zealand's sustainably managed fisheries, employing a nose-to-tail philosophy to create a range of high-value products.

The Company's mission is to share the sought-after flavours of sustainably-sourced, nutritious, healthy and organic goodness of New Zealand's seafood, through expanding global distributors, wholesalers and consumer channels.

¹ https://www.highvaluenutrition.co.nz/the-science/contestables/gsm_fucoidan/

**PRINCIPAL AND
REGISTERED OFFICE**

Suite 5 CPC
145 Stirling Highway
Nedlands, WA
Australia, 6009

ABN: 16 124 251 396

OPERATIONS

7 Bolt Place
Christchurch Airport
Christchurch 8053
New Zealand

CONTACT

E info@nzcs.co
P +61 8 9389 3170

ASX CODE: NZS

www.nzcs.co